

Corporate Presentation



THE HEALTH CLUSTER OF WALLONIA

Sylvie Ponchaut, Managing Director

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BioWin: The health competitiveness cluster of Wallonia (Belgium)

- Founded in 2006 to unify innovative life science players in Wallonia
- To develop, select and monitor collaborative research & innovation (R&I) projects
- To increase international visibility
- Recently expanded role now includes implementing the sector's industrial policy (strategy 2020-2023)
- Industrial innovation and research
- Support for business growth to develop and anchor skills, knowledge and jobs
- International business development

Collaborative
innovation is in
BioWin's DNA

Mission

Create a positive impact on society via
health innovation

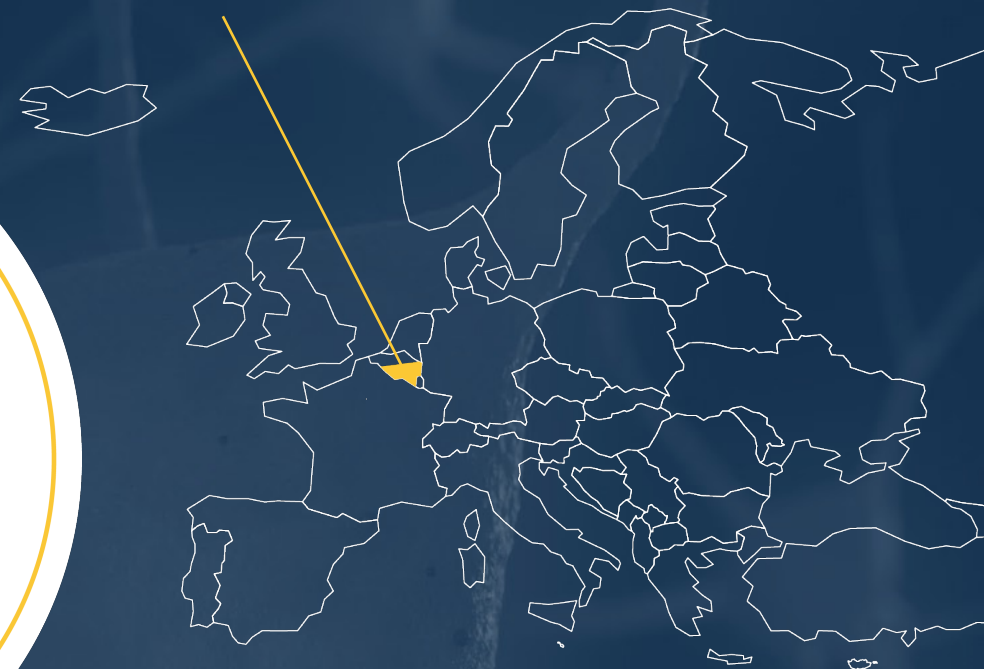
Showcase Wallonia as a world-class life
science research environment

- Cell & gene therapy
- Vaccines & biologics
- Healthcare innovation

Wallonia

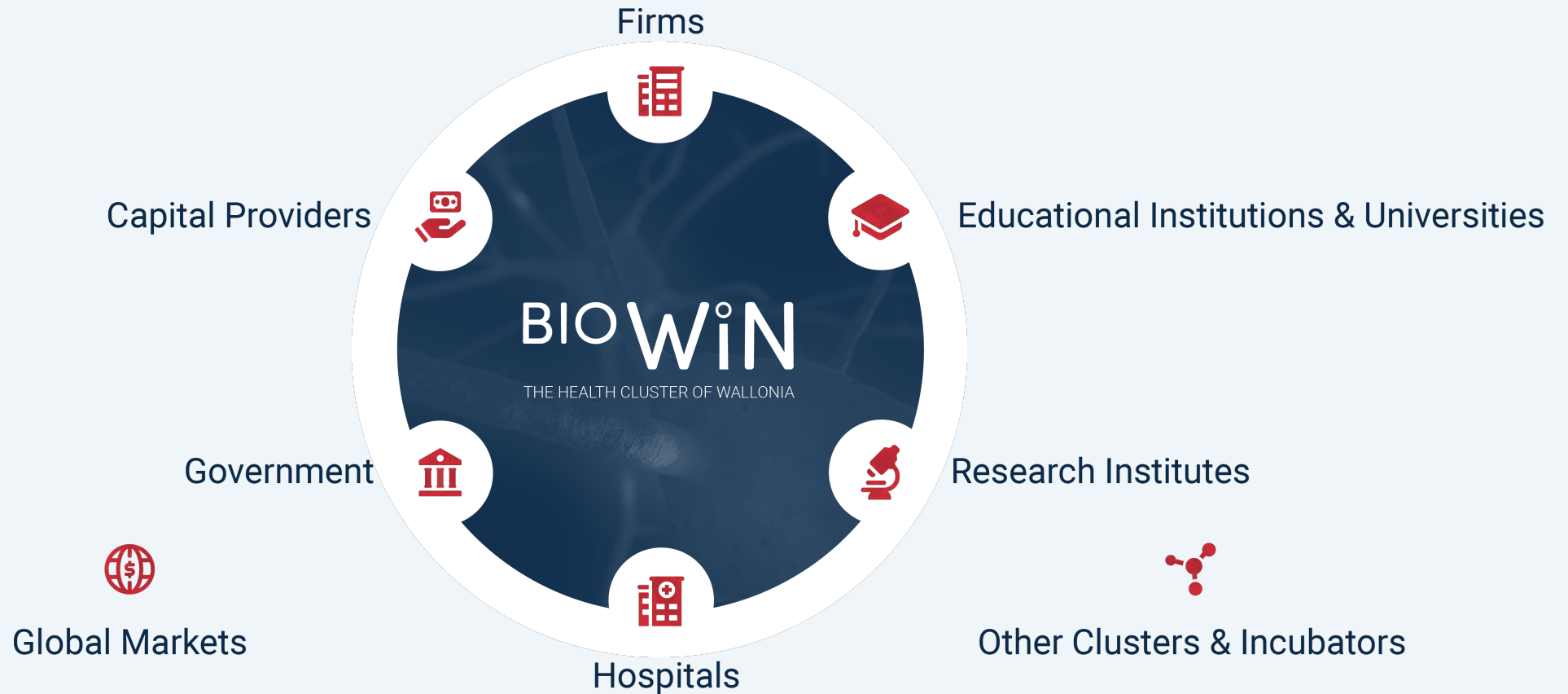
BioWin brings together all Walloon players involved in the research, development and production of innovative products and services.

Wallonia in Belgium:
The heart of Europe



- Wallonia is in the center of Europe
- Vibrant ecosystem of biotech and medtech companies, as well as universities & research centers
- Close proximity between members facilitates innovation & collaboration

Fostering collaborative initiatives



BioWin brings together innovative life science players both within Wallonia and globally

Services

Our services
support members'
development
and globalization



Research & innovation
(R&I) project support



International development



Financial support



Communications

Strategic Areas

Wallonia has many strong global players in these four strategic areas



(Bio)pharmacy
(includes cell & gene therapy and industrial biomedicine production)



Medical devices and
in vitro diagnostics



Radiation applied to health



Digital health



1. Accelerate the development of the Walloon biomanufacturing industry

Create a global hub for vaccine and
biologics production.

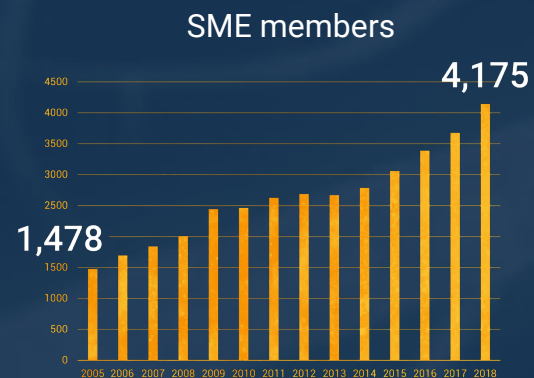
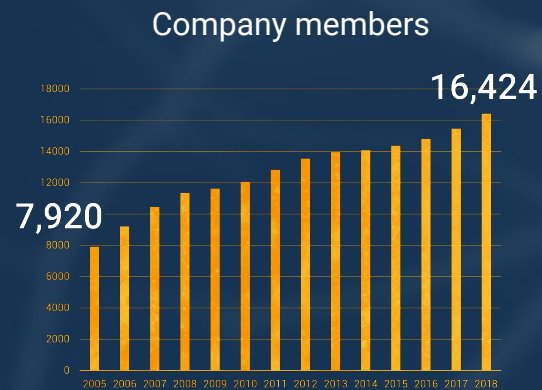
For the next
3 years BioWin has
2 strategic
priorities



2. Make Wallonia a champion in the field of health innovation

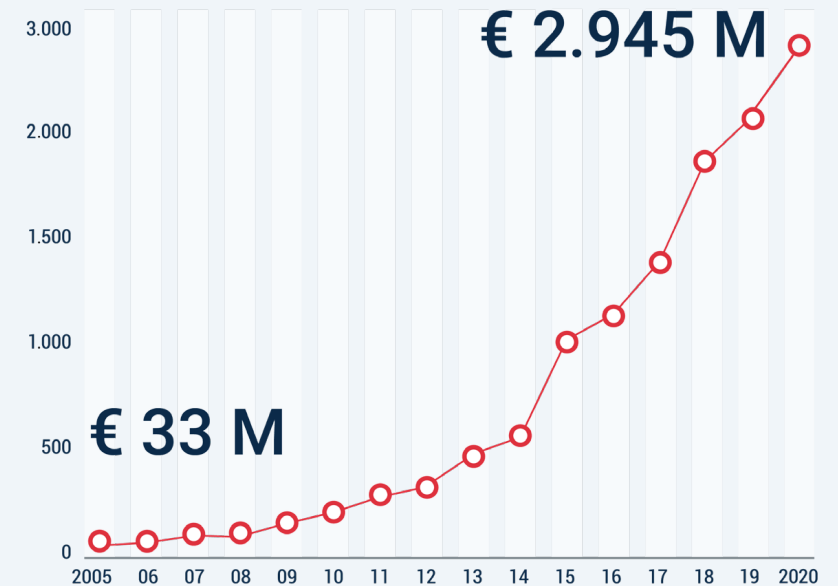
Unite the hospital and corporate worlds to
capitalize on recent rapid healthcare
developments.

- 50,000 FTEs
- Continuous employment growth:
+13% (2005-2018)



Wallonia's
biopharma industry
is its main driver of
economic growth
representing 35%
of Wallonia's total
export

- Record funding year on year
- Cumulative capital raised
by SME members is
accelerating



A diverse and growing ecosystem of 250 members

More than 90% of the health biotech and medtech players in Wallonia



20,000 hospital beds | 11,000 researchers | 1,727 graduates per 1M

Source: Eurostat

The BioWin team

BIOWIN



Sylvie Ponchaut
Managing Director



Delphine Ramelot
Administrative Assistant



Olivier Poswick
Director Investment
& Finance



Thierry Ferain
Director Innovation &
Growth



Marianne Ghyoot
Director Research &
Innovation



Joëlle Gahimbare
Project Manager –
European Collaborations
& Innovation



Damien Diop
Head of Membership
Development



Marc Dechamps
International Affairs
Representative



Carolina Heredia
Membership
Development Assistant



Alexandra Schiettekatte
Head of Communications



Marine Di Vincenzo
Digital Communications
Manager

“BioWin not only guided us through the administrative process, their contribution was decisive in the development of our ideas, our project and the selection of our partners.”

Benoit TAS - CEO & co-founder
NeuroPath

Testimonials

“BioWin has been a source of great added value for our company. The team have enabled us to increase our international visibility by giving us the opportunity to make presentations at international trade shows in the USA, Asia and Europe.”

Eric Halioua
PDC*line Pharma

Key Takeaways

BioWin aims to:

1. Unify all players in the Walloon life science ecosystem
2. Develop innovative research and innovation projects
3. Promote Wallonia as a world-class hub for excellence in life science and medtech innovation

By providing business support services:

- Research and innovation project strategy
- Financial support
- International development
- Communications

BIOwin

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